

Circle the Reader Service numbers of those items of interest to you.

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NAME _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____
 STATE _____ ZIP _____

 TELEPHONE (_____) _____

HAVE A SALES REP CALL ME (A)

101	118	135	152	169	186	203	220	237	254	271	288	305	322	339	356
102	119	136	153	170	187	204	221	238	255	272	289	306	323	340	357
103	120	137	154	171	188	205	222	239	256	273	290	307	324	341	358
104	121	138	155	172	189	206	223	240	257	274	291	308	325	342	359
105	122	139	156	173	190	207	224	241	258	275	292	309	326	343	360
106	123	140	157	174	191	208	225	242	259	276	293	310	327	344	361
107	124	141	158	175	192	209	226	243	260	277	294	311	328	345	362
108	125	142	159	176	193	210	227	244	261	278	295	312	329	346	363
109	126	143	160	177	194	211	228	245	262	279	296	313	330	347	364
110	127	144	161	178	195	212	229	246	263	280	297	314	331	348	365
111	128	145	162	179	196	213	230	247	264	281	298	315	332	349	366
112	129	146	163	180	197	214	231	248	265	282	299	316	333	350	367
113	130	147	164	181	198	215	232	249	266	283	300	317	334	351	368
114	131	148	165	182	199	216	233	250	267	284	301	318	335	352	369
115	132	149	166	183	200	217	234	251	268	285	302	319	336	353	370
116	133	150	167	184	201	218	235	252	269	286	303	320	337	354	371
117	134	151	168	185	202	219	236	253	270	287	304	321	338	355	372

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LANDSCAPE MANAGEMENT DECEMBER 1991
 This card is void after Feb. 15, 1992

MY PRIMARY BUSINESS AT THIS LOCATION IS:
 (PLEASE MARK ONLY ONE IN EITHER A, B OR C)

A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

0005 Golf courses
 0010 Sports Complexes
 0015 Parks
 0025 Schools, colleges, & universities
 Other type of facility (please specify) _____

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS

0105 Landscape contractors (installation & maintenance)
 0110 Lawn care service companies
 0112 Custom chemical applicators
 0135 Extension agents/consultants for horticulture
 Other contractor or service (please specify) _____

C. SUPPLIERS:

0205 Sod growers
 Other supplier (specify) _____

WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE: (MARK ONLY ONE)

10 EXECUTIVE/ADMINISTRATOR - President, owner, partner, director, general manager, chairman of the board, purchasing agent, director of physical plant
 20 MANAGER/SUPERINTENDENT - Arborist, architect, landscape ground manager, superintendent, foreman, supervisor
 30 GOVERNMENT OFFICIAL - Government commissioner, agent, other government official
 40 SPECIALIST - Forester, consultant, agronomist, pilot, instructor, researcher, horticulturist, certified specialist
 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT each month: YES NO

Your Signature: _____ Date: _____

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FIRST CLASS MAIL PERMIT NO 665 DULUTH MN

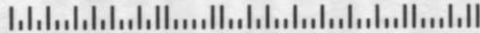
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**LANDSCAPE
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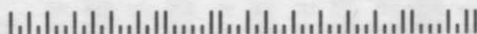
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FACTS

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FACTS

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MORE
FACTS

Here's proof that Typar Pro Landscape Fabric is easier to install.



We cut this piece of Typar® Pro Landscape Fabric to show what you can't do with the others.

Like cut quick slits for plants to pass through. Or fast curves that follow landscaped contours.

Typar is easily cut, lightweight and less bulky. So it's faster and cheaper for you to install.

And it's surprisingly tougher. With rugged polypropylene fibers that resist tearing, even under stones, gravel, patios and sidewalks. Typar is also porous, so air, water and nutrients can pass right through. Your landscaping projects



look healthy as well as handsome.

So save time and labor while you control weeds, drainage, soil erosion, and heaving of walks and patios.

Get Typar Pro Landscape Fabric. And start cutting corners the easy way.



FOR PROFESSIONALS

GREEMAY
a member of The InterTech Group, Inc.

GREEN INDUSTRY SHOWCASE

Loader has golf, landscape applications

Toyota Industrial Equipment has introduced a new SDK10 skid steer loader rated at 1,800 lbs operating load, making it the largest loader in the company's six-model line.

Toyota says the SDK10 is well-suited to larger construction, industrial and rental applications where powerful yet maneuverable machines are needed.

The SDK10 is powered by a four-cylinder, direct-injected diesel engine rated at 57 SAE net hp. Equipped with a standard 12.5 cubic foot bucket, it can generate a maximum breakout force of 4,740 lbs.

Maximum dump height is 96.4 inches.

According to Toyota, the SDK10 is designed to deliver outstanding productivity, with a massive frame and load arms for rugged durability, and dual lift and tilt cylinders for maximum breakout force under tough conditions. High-output auxiliary hydraulics, which run a variety of available attachments, are standard.

The loader has an auxiliary control on the right-hand steering lever that allows simultaneous lifting, dumping and auxiliary func-



The SDK10 is designed for larger construction projects.

tions. Servo-assisted steering provides improved operator comfort.

The SDK10 has also been designed for easy service or repair. The operator's seat is hinged, and flips up for convenient

access to hydraulic and engine components. A heavy-duty swing-out tailgate and flip-up engine hood offer easy access to the engine, radiator and hydraulic oil cooler.

Circle No. 190 on Reader Inquiry Card

SHOWCASE PRODUCT REVIEW

Trencher attachment for compact utility tractors

Du-Al Manufacturing has released a new model 1250A trencher attachment for compact utility tractors in the 18 to 35 PTO hp range.

The new 1250A features a patented hydra-creep worm gear drive that propels a standard transmission tractor during the trenching operation.

Using variable speed control, the operator can match his trenching speed to the soil conditions.

The PTO powered digging chain provides digging at depths of up to 54 inches, and trenching widths from 4 to 12



inches.

The trencher's automatic hydraulic boom lock helps the operator maintain a constant digging depth on the job site.

Circle No. 191 on Reader Inquiry Card

Hydrostatic track-drive trencher steers like auto

The Vermeer Flex-Trak 75 is totally hydrostatic, from the ground drive to a complete assortment of modular-design job attachments, including backhoe blade, reel carrier, trencher, vibratory plow and trencher-plow combinations.

The low-profile, high-flotation tractor unit measures less than 69 inches in width and features a reinforced undercarriage that offers nearly a foot of ground clearance to the front axle.

Ground pressure for the tractor only is 3.6 psi.

The automotive-type steering system

SHOWCASE PRODUCT REVIEW

features dual ground drive pumps which enable the operator to counter-rotate the



Flex-Trak through a full range of variable speeds on each track.

The 13,500-lb. unit is powered by a John Deere 3179T, liquid-cooled diesel engine rated at 79 hp.

Circle No. 192 on Reader Inquiry Card

Line of skid steer attachments for 20-57 hp jobs

The four 900 Series loaders from Mustang range in size from 20 up to 57 hp.

Lift capacities of the 900 Series range



from 850 up to 1700 lbs. SAE load rating.

The Mustang product line features T-Bar steering controls, which give the operator full steering control from a single lever, allowing smoother, safer operation and less operator fatigue.

The 900 Series units are also an industry leader in performance areas such as break-out force, axle torque and operator comfort.

The Mustang's single lever Fast-A-Tach design makes attachment changes easy.

Circle No. 193 on Reader Inquiry Card

Trencher small in size, big in hydraulic power

The new 45 hp trencher/vibratory plow, the Model 4500, works in confined areas

where other machines of similar power can't fit, according to its maker, Ditch Witch. The 4500 is smaller in size than many 30 hp models, yet with 50 percent more power.

According to The Charles Machine Works, Inc., the 4500 is well suited for underground service and distribution line installation by

utilities and utility contractors.

In addition to an innovative hydraulic design that maximizes power to the digging attachment, the 4500 comes with a power-efficient hydrostatic digging drive motor and hydraulic oil cooling system.

Circle No. 194 on Reader Inquiry Card

THE WALKER TOUCH



The Perfect Touch Many operators are finding the mid-size Walker Mower is the perfect size for their jobs – a compact, maneuverable tractor for small areas, combined with open space productivity of a rider, saves time.

The "Midas" Touch Walker Mowers are moneymakers; one owner explained why he was buying a second Walker, "The first one made me money – I like to make money."

The Finishing Touch To please the most discriminating customer, Walker delivers a beautiful mowing job and with the exclusive GHS grass collection option, the turf is vacuumed clean and manicured.

Ride a Walker

The Mid-Size Walker Line

- 3 tractor models from 11-21 HP with gas or diesel engines
- 3 mower deck sizes 36"-54" with grass collection, side discharge or mulching available
- 3 front mounted implements: snowblower, rotary broom and dozer blade
- 3 year warranty on maintenance free hydrostatic wheel drive

WALKER MFG. CO. • 5925 E. HARMONY RD., FORT COLLINS, CO 80525 • (303) 221-5614

Circle No. 120 on Reader Inquiry Card

PRODUCT REVIEW

Tree-shear attachment fits on skid-steer loader

A tree shear and grapple fork are two of the latest attachments available for Case Uni-Loader skid-steer loaders to increase Uni-Loader versatility and productivity.

The Dymax tree shear, fitting the Case Models 1840 and 1845C, is designed to cut unwanted trees in fields, construction sites, fence rows and many other applications. Available in 12- and 8-inch models, the tree shear cuts trees cleanly at ground level, leaving little topsoil disturbance.



Circle No. 195 on Reader Inquiry Card

WANTED



for impersonating an expensive fertilizer

Natural organic **Terrene**, with its slow release, non-burning properties is showing up on turf professionals' "most wanted" lists everywhere.

The specialized Turf and Greens grades of new **Terrene** can be custom tailored to fit into any fertilizer program. Whether you're in lawn and turf care, golf course or landscape maintenance, nurseries, or any other related business, you'll profit from **Terrene's** growth potential.

For Distributor information call 1-800-452-1922

Produced and marketed by
Enviro-Gro
Technologies
a JWP Company

Terrene™

P.O. Box 5036
Lancaster, PA
17601-0036

Circle No. 101 on Reader Inquiry Card

Innovations built in to skid-steer loaders

The Bobcat 853 skid-steer loader has a push-button auxiliary hydraulic controls built into the steering levers, for control of both front and rear-mounted auxiliary attachments, such as grapples, augers, breakers and sweepers.

An automatic hydraulic pressure drain-down relieves pressure on the auxiliary hydraulic lines, allowing the operator to easily connect and disconnect the hydraulic couplers when changing attachments.



Circle No. 196 on Reader Inquiry Card

Loader backed by 2-year, 2,000-hour warranty

The Hydra-Mac Model 1450 has an operating capacity of 1450 lbs., and a tip-up capacity of 2800 lbs.

The 1450 features an exclusive hydrostatic, all-gear final drive rather than the chain drive standard on other skid steer loaders. It is built similar to those used in tractors and other heavy construction equipment and comes with a 24-month, 2000-hour warranty.

The Hydra Mac 1450 is powered by a three cylinder, 105 cubic-inch displacement, 40 hp Cummins diesel engine. A simple, two-hand lever control system eliminates foot pedals and operates all normal functions.

Circle No. 197 on Reader Inquiry Card

IN THE GREEN



CORON® 28-0-0 Controlled Release Nitrogen

This clear liquid fertilizer provides long term release in a non-burning formulation. Suitable for turf, ornamentals, foliar and deep-root feeding of trees and shrubs. Mixes easily with fertilizer materials and other plant protection products.

CORON Corporation
P.O. Box 198
Souderton, PA 18964
800-338-0836, 215-723-5099
Fax: 215-721-2800

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A FULL COMPLETE LINE OF **TURF SPRAYERS** FOR LAWN, TURF, TREES & PCO



Super accurate spraying units that work trouble free, season after season, to help you achieve the optimum control in spraying.

OUTSTANDING STANDARD FEATURES:

- ★ Custom Molded Fiberglass Tanks (50-1000 Gal).
- ★ Leak Proof Lids (Hinged).
- ★ SDI's 'Exclusive' Greaseless Mechanical Agitator.
- ★ 9-14-22-35 & 51 GPM Spray Pumps.

EXCLUSIVE OPTIONAL EQUIPMENT:

- ★ SDI 'Equal-Flo' Spray Booms (15-20 & 25 Ft).
- ★ SDI 'QuickFoam' Foam Marker.
- ★ SDI Electronic Boom Control.



SPRAYING DEVICES INC.
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(209) SDI-5555 FAX (209) SDI-5591

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ATTENTION TURF CARE PROFESSIONALS!

America's Finest Commercial
Spreaders Are Here!



Model 2400-P

- 3000 cu. in. hopper
- 11" non-marking pneumatic tires.
- 5" enclosed gears.
- Broadcast deflector.
- 4 serviceable ball bearings and stainless steel axle.
- Double Spread Pattern adjusting plates.
- 1" painted steel frame.

All Stainless Steel

Model 2400-S

Features all metal parts and frame (except wheels) made from stainless steel.
Tractor Pull Models also available.
Ask about them.

EarthWay

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Phone: (219) 848-7491

Circle No. 182 on Reader Inquiry Card

DOGGETT

THE TREE FERTILIZER COMPANY

SINCE 1941

PLEASE SEND US THE MOST RECENT CATALOG ON YOUR DIFFERENT VARIETIES OF TREE FERTILIZER AND INDEX OF PUBLICATIONS ON TREE NUTRITION.

NAME: _____

COMPANY: _____

STREET: _____

CITY: _____ STATE: _____ ZIP: _____

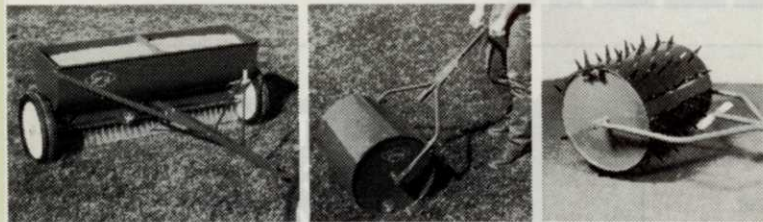


THE DOGGETT CORPORATION
LEBANON, N.J. 08833

1-800-448-1862

Circle No. 178 on Reader Inquiry Card

GOOD GROUNDS FOR GETTING A GANDY.



**Our spreaders, rollers and aerators
are rugged, reliable and ready to roll!**

Gandy Lawn Spreaders are famous for extreme accuracy and rugged design. Stainless steel metering system allows precise application of fertilizer, granular pesticides, seeds — even sand and salt! Model widths of 24", 36" or 42", with choice of push handle or tractor hitch. • Gandy "convertible" Lawn Rollers permit quick-flip handle/hitch conversion. Water-filled weights are 280 lb. for 24"(width)x18" model, and 490 lb. for 24"x24"



model. • Gandy Aerator Attachment clamps quickly around 24"x18" Gandy Lawn Roller. Aerator's welded 2½" spikes are angled to penetrate soil for aeration or to form pockets for seed or fertilizer. • Gandy has been a trusted name in lawn and fertilizer equipment for more than 50 years.

Contact us today: Gandy Company, 528 Gandrud Road, Owatonna, MN 55060. Phone (507) 451-5430.

Circle No. 181 on Reader Inquiry Card

To reserve
your space

IN THE GREEN

Call Cynthia
Gladfelter at
216-891-2658 or
toll-free,
1-800-225-4569,
Ext. 658.

CUSTOMER SERVICE TIPS

On customer surveys...

by Ed Wandtke

■ Learning what your customers want or expect from your company is an essential ingredient in customer satisfaction.

Conducting a survey of what customers want will provide you with ideas for improving the level and quality of your service. One effective—and cost-effective—method of surveying customers is to ask questions of any customer calling into the company. Any incoming call from a customer is an ideal time to conduct a survey. They will have an opinion.

Questioning at this time will enable you to receive instant response rather

than a considered or covered response if you were using a questionnaire.

The phone survey should run no longer than 10 questions and should not ask the customer to provide explanations for their responses. Seek answers to specific questions, solicit suggestions from the customer which are directed to improving service, offering additional service, or ask them to rate your overall performance as a company.

Telephone and in-person surveys are a good way to gauge current customer satisfaction with your service. They should also be used to solicit from the customer suggestions about what they would like to see you offer or do differently in the future. Do not rely on input from surveys alone in deciding action or direction for your company. Ask your employees for their input. They are concerned where you are heading and want to be asked to

be involved.

—For a sample customer survey, write to
Ed Wandtke, 2586 Oakstone Dr.,
Columbus, OH 43231-7614.

Next Month:

**Learn about a
unique way to
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service efficiency.**

RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$20 to total cost of ad per issue. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9483. Fax Number 218-723-9437.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box in address.

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IRRIGATION BUSINESS, ORLANDO FLORIDA AREA! Excellent owner financing. Fast growing business, annual sales \$450K; profit \$90K+. Turn key operation; good equipment; solid customer base. Broker: A.A. CARNES, CENTURY 21, 1-800-327-7173. Call FRANK. 12/91

FOR SALE: Well established contracting and maintenance business servicing Chicago's exclusive and very wealthy North Shore suburbs. Must have good horticulture or landscape architectural training and experience. Send resume to LM Box 489. 2/92

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OLB) 3/92

Fast growing landscape business for sale in the midwest. Centrally located in Trempealeau, Wisconsin, between LaCrosse, Wisconsin and Winona, Minnesota. Sale of the business includes: Large clientele list, Bobcat skid-steer w/trailer, 2 International Flatbed trucks, 2 Pickup trucks and much miscellaneous small tools, equipment and nursery stock. Interested parties please call (608)534-6256 and ask for Jeff. 12/91

NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME! Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-578, 101 Harrison St., Archbald, PA 18403. 9/92

HELP WANTED

SALES/MANAGER LANDSCAPE MAINTENANCE. Looking for aggressive person with extensive background in sales for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting and a general working knowledge of all aspects of the grounds management industry. If you are seeking a career opportunity with an aggressive full-service firm, please send your resume to LM Box 490. TF

Searching for the right employee? Time for a new position? Contact Florapersonnel, Inc., international search and placement firm for the landscape, irrigation industries and allied trades. Confidential. Fee paid by employer. Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318. TF

LANDSCAPE MAINTENANCE SUPERVISOR: For multi-million dollar Florida landscape company. To handle field supervision for up to 5 crews. Knowledge of southern horticulture preferred. Salary + benefits. Send resume to: Mr. S. Khalsa, 1174 Florida Central Parkway, Longwood, FL 32750. 2/92

LANDSCAPE MAINTENANCE FOREMAN: needed on prune and spray crew. Experience necessary. Requires previous Foremanship. Plant and Insect I.D., Pesticide Applicators License within 60 days. Snow's Inc., 1875 Avon St., Extended, Charlottesville, VA 22902. 804-295-2159. 1/92

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT. Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. 1/92

BRANCH MANAGER: For large southeast regional landscape maintenance contractor. Must have 3 years experience running a \$1,000,000 + branch. Must possess good operational and customer service abilities. Excellent salary and benefits. Send resume to LM Box 488. 2/92

ASSISTANT DIRECTOR, GROUNDS & LANDSCAPE SERVICES: University California San Diego has an opportunity for an Assistant Director, Grounds & Landscape Services. Reporting to the Assistant Vice Chancellor of PPS, you will be responsible for the Grounds and Landscape Service Division, including operational planning, field supervision, budget management, purchasing, personnel and the development of horticultural standards. Will also review plans and specifications of campus landscape development and serve as advisor for PPS department on new construction acceptance. Must have or be able to obtain by employment, State of California Landscape Architect registration and experience in landscape architecture, plus ornamental and technical horticulture. Ability to draft and read blueprints, write job and project narratives, specifications and reports required. Excellent negotiation, organizational, problem-solving and interpersonal skills necessary. BS in Landscape Architecture, Environmental Horticulture, Park Management or related field, and 5 years' experience managing the grounds of a large public facility preferred. Salary range \$41,500-62,300. Send resume by January 10, 1992, to: UCSD Personnel Dept., 34247-D, Attn: Paula Doss, La Jolla, CA 92093-0922. AA/EOE. UCSD. 12/91

FOR SALE

ENGINES, EQUIPMENT, COMMERCIAL MOWER PARTS AND MORE! - Get your FREE catalog from Landscapers' Supply Corp. by calling 1-800-222-4303 or in New York 1-914-429-8300. 3/92

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SPYDERS - New/Used/Rebuilt. New Kohler engines, short blocks and a complete line of engines and Spyder replacement parts. New Style Nichols-Fairfield Torque Hub Kits, heavy duty Wilton Caster Kits, Remote Air Cleaner Kits, heavy duty Carriage Side Plates. We repair and rebuild hydraulic pumps and motors for your Spyder. Same day service. Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363; 1-800-397-7509. 12/91

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NEW TURF INSTALLER: One man turf installing machine. The TIM750 installs large rolls 2.5 feet wide and 100 feet long. Less seams, drying and labor with good soil contact and excellent customer satisfaction. Harvest and install turf faster, easier and with better quality. Call Jim Sterling (419-257-2119) Cygnet Turf, 4111 Insley Road, North Baltimore, Ohio 45872. (Video available). 1/92

HYDRO-MULCHERS AND STRAW BLOWERS: New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)527-2304. TF

BENT GRASS available for immediate pick-up or delivery. For information call Jade Run Turf and Sod Farm: 800-332-1220. 12/91

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For Sale: Used Brouwer Sod Harvesters and Hitch-Hiker Forklifts. Many lines of equipment for sod growers as well as full line of Ford, Brouwer, and Kubota parts in stock. Huber Ranch Sod Nursery, Inc. Ph: 800-553-0552. 12/91

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GRAYSON COLLEGE, Denison, Texas: Two-year technical program in Golf Course and Turfgrass Management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid and scholarships available. Contact: GCC, 6101 Grayson Drive, Denison, TX 75020. 903-463-8653. 6/92

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BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Asplundh (Morbark Disc Type), New Asplundh Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia Area) 215-721-4444. TF

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

50 ft. - skyworker, over-center, insulated upper & lower; 10 yd. chip box. All on '83 Chev. \$19,550 - 405-233-2887. 12/91

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